

# TELEPHONE DEVELOPMENT

## Business Policy of Companies.

They Aim to Adjust Rates According to Service Rendered.

Rocky Mountain Bell People Explain the Object of Maximum and Minimum Charges.

The telephone business has developed in the last few years with such rapidity, that the following statement which was prepared by a technical writer and based upon information obtained from the officials of the Rocky Mountain Bell Telephone company, will be of interest.

The cost of doing business in Salt Lake will increase steadily with the growth of the city. There is no doubt about that; and merchants and professional men know that rents, taxes, wages and all business expenses will be higher from year to year, while greater opportunities for profit should offset the increase in expenses, still unnecessary expense will always be a burden.

**Benefit or Burden?**  
The business men of Salt Lake are now in a position to find out for themselves whether the expense of two telephone systems is necessary to the increase of their business or a burden which they have voluntarily assumed.

Any business man will concede that one good telephone system is not only a necessity but an economy. In most instances the saving in postage and stationery, the saving in car fare, or the saving in horse feed, would alone more than pay the telephone cost, while in all cases the saving in time is beyond computation. It has been estimated that the average business man could better afford to pay ten times what his telephone service costs him rather than do without it. The more he uses it, the more profit he makes from it. Whether the profit is doubled if he has two telephones on his desk, is the question which Salt Lake has undertaken to work out for itself.

**Low Rates Limit Service.**  
Should this city, like others, find from its experience that two telephone systems are an unnecessary burden, and that competition cannot reduce rates without reducing the value of the service, added expense must still be carried, for the telephone would be installed and there is no reason to believe that other companies will cease doing business.

While the introduction of the several telephone systems is irrevocable, there is a great mistake which the business men may make if they do not consider the question fairly and broadly. When they begin to feel the burden of two telephones it is natural for telephone users to call for an arbitrary reduction of rates, hoping to get two telephones at the price of one. If this could be done it would be the worst possible thing for the business men of Salt Lake, because it would mean a limiting of the number of telephones connected with the system, and consequently a restriction of the opportunities for profit to the user, and every connection is an opportunity for profit.

**Maximum and Minimum.**  
Take the case of the Rocky Mountain Bell Telephone company, which, although it has the lowest minimum rate, has the highest maximum rate. Its rates may be susceptible to some rearrangement in detail, but in the main its plan of rates is the result of the combined experience of the Bell companies during the last twenty-five or thirty years. They have discovered that by the fairest possible distribution of the cost of telephone service in proportion to its use by the subscriber, more people will be induced to put in telephones, and the value of the telephone service thereby increased.

The Bell companies have carried telephone facilities within reach of 50,000, 100 of the American people and are spending \$3,000,000 of new money a month to reach the rest of the population.

**Flat Rate Impossible.**  
It would be possible for the Rocky Mountain Bell company to charge one flat rate for all subscribers, but that would mean that the smaller users would pay for their own service and a large share of the service of the big users. The small users who could not, or would not, stand this injustice, would drop out, and instead of a public utility, Salt Lake would have a limited utility, which only the comparatively rich could enjoy. The small users having learned the value of the telephone would not submit to this deprivation, but would naturally induce a third telephone company to begin operation on a plan that would place telephone facilities within their reach. This third company would be confronted with the same problem—either a limited rate or a limited list of subscribers.

This paralyzing condition need not be feared, as it is reasonably certain that the Bell company will not abandon a plan which has given Salt Lake 700 telephones in actual use, and has made it possible for one person in every ten to become a subscriber.

talk, and which is now building the first telephone line across the plains to connect the Rocky mountain region with the Central West, and this parent company, as it is called, is a majority owner in the thirty odd local companies which make up the Bell system. This long distance company maintains a force of over 150 of the best engineers in this country, who are constantly trying to improve the apparatus, the construction and the service of the Bell companies.

### All Possible Economies.

The Rocky Mountain Bell company calls upon the long distance company freely for any engineering assistance it needs, just as it calls on it for money needed for improvements and extensions. The long distance company also has a large force of expert accountants, whose services are available to the local companies without expense.

Through the factories of the Western Electric subsidiary company, the long distance company is able to provide the local companies with standard telephone apparatus and supplies, at the lowest possible price. Telephone instruments and switchboards are manufactured for the Bell companies in such large quantities that every practicable economy is realized. Telephone receivers and transmitters of the latest standard design are supplied to the local Bell companies by the parent company at a fixed annual charge, which is less than it would cost the individual companies if they bought the instruments outright, and had to pay for repairing and replacing them. The economy would be similar to that obtained by the patronage of a towel supply company, if such a company were also constantly inventing new and better towels to replace those only half worn out.

**Millions of "New" Money.**  
But the chief task of the American Telephone and Telegraph company is to finance the improvements and extensions which are necessary in order to keep pace with the public demand for telephone facilities. The new money which the Bell companies require for this purpose each year aggregates between thirty and forty million dollars. That such sums are obtainable year after year at the lowest market rates is in itself a guarantee that the capital of the Bell companies represents actual property value. The parent company has paid dollar for dollar on every share of the Rocky Mountain Bell Telephone company's stock that it holds. About \$1,200,000 has been furnished by the long distance company towards the building of the plant of the Rocky Mountain Bell, and only the interest of this amount at 6 per cent is sent back to Boston.

The American people want the best telephone service just as they want the best of other things, and yet they forget that the best is obtained not merely a matter of transmission and apparatus, but the best; and that is the widest possible field of telephone talk.

**Plan Constant Improvements.**  
The Bell management appreciates this, and with data from 25,000 cities, towns and villages, where Bell facilities are provided, the most capable telephone men obtainable are planning to make the telephone of the greatest possible use to the people, and therefore of the greatest profit to those who have put their money, and will put their money into the business.

The record of other cities shows that business men are ill advised when they try to override the scientific principles of the business, and that the burden of competition is not lessened by arbitrary efforts to limit the scope of the telephone's usefulness. In fact, it is only by providing all classes of people with service at rates proportionate to their use, that the widest scope of the telephone's usefulness is attained.

**First Wireless Message**  
Ever received in Salt Lake. See page 14.

**OUT FOR INSUBORDINATION.**  
Postal Clerk Suspended Because He Refused to Work Overtime.

NEW YORK, Dec. 10.—Waldo W. Valentine, a clerk in the money order department of the New York postoffice, has been suspended for refusing to work overtime. In consequence, the Postmaster General, it is understood, will have a test case before him shortly, as the claim is made that Valentine's refusal to work more than eight hours a day was the basis for his suspension and the preferring of charges against him.

Valentine, the postoffice officials claim, does not come under the law which makes eight hours the day's work of a letter carrier. They hold that the clerk must work just so many hours as is necessary to clean up business.

Just now things are brisk at the post-office owing to the beginning of the holiday rush, but Valentine refused to remain at his desk 5 p. m. because of defective sight. He also claimed the law fixed his day at eight hours. Under civil service rules, he not be discharged except on proper charges which had been proved.

**Typewriter Maker Dies.**  
NEW YORK, Dec. 10.—Abner Clark, maker of the original makers of typewriters in this country, died at his home in Brooklyn. He was 82 years old and retired from active business fifteen years ago.

**THE VALUE OF CHARCOAL.**  
Few People Know How Useful It Is in Preserving Health and Beauty.

Nearly everybody knows that charcoal is the safest and most efficient disinfectant and purifier in nature, but few realize its value when taken into the human system for the same cleansing purpose. Charcoal is a remedy that the more you take of it the better; it is not a drug at all, but simply absorbs the gases and impurities always present in the stomach and intestines and carries them out of the system.

# SLUMP WAS NOT NOTICED HERE

## Satisfactory Week in Business.

Holiday Trade Promises to Be Better Than Last Year.

Money Is Actually Going Begging for Borrowers—New Field for Capital.

The week has been a very satisfactory one for business circles, although there have been no special features of note. The colder weather has stimulated retail trade generally, even without the long-delayed first storm of winter. It is admitted that rubber goods and shoes are about the only lines in which trade would be benefited to any appreciable extent by the breaking of the drought. General retail trade has been a little better than for the corresponding week of last year, while the holiday trade for the season promises to be considerably better than that of last year. Wholesale business is a little quiet, on account of the retail merchants having stocked up for the season and being too busy to buy goods.

**Money Going Begging.**  
The slump in stocks on Wall street has not even been noticed in local business circles. Money is actually going begging for borrowers; collections are good and there is no disposition to pass up worthy Western investments. Many capitalists are looking forward to the opening of new fields for investment along the line of the San Pedro road and in the Utah reservation to be opened to settlement in March. Altogether, the coming year promises to be the most active and prosperous one that has ever been seen in Salt Lake City's territory.

**Commercial Stocks.**  
There is reasonable activity in local commercial stocks, in anticipation of the dividend-paying period at the end of the month. There were several deals during the week, the most notable having been sales of several thousand shares of Utah Sugar preferred at \$10.00, an advance of 5 cents over the quotations of the week before. Common stock advanced to \$1.25, with no block of considerable size offered at less than \$1.25. The latest quotations: Deseret National bank, \$125.00; Z. C. M. I., 100.00; Home Fire Insurance Co., 142.50; The Utah Sugar Co., preferred, 10.00; common, 1.25; State Bank of Utah, 150.00; Deseret Savings bank, 203.00; Zion's Savings Bank & Trust Co., 147.00; Utah National bank, 111.00; Provo Com. & Savings bank, 123.00; Lehi Com. & Savings bank, 112.00; Thakina Bros. Banking Co., 112.50; First National bank, Ogden, 214.00; Rocky Mountain Bell Tel. Co., 83.00; Davis County bank, Farmington, 113.00; Ogden Savings bank, 143.00; Con. Wagon & Machine Co., pfd., 52.00; common, 50.00; Fremont County Sugar Co., 140.00; Amalgamated Sugar Co., pfd., 92.50; common, 140.00; Idaho Sugar Co., 11.25; Lewiston Sugar Co., 10.00; Sugar City Townsite Co., 88.00; Barnes Banking Co., 122.00; Bonds: Church bonds, 102.50; Con. Railway & Power Co., 90.00; S. L. City Railroad bonds, 102.50; Sumpter Valley railroad, 100.00; Utah Co. Lt. & Power Co. bonds, 100.00.

**Wireless Message.**  
First received in Salt Lake. See page 14.

**Bank Clearings.**  
Bank clearings of the week, with the figures by days for the corresponding week of last year, are as follows:

	1904.	1903.
December 5.....	\$ 89,213.40	\$ 86,008.97
December 6.....	64,219.38	59,429.85
December 7.....	62,525.99	67,895.28
December 8.....	63,998.50	79,315.91
December 9.....	62,329.84	69,335.45
December 10.....	63,522.92	51,947.67
Totals.....	\$ 412,307.02	\$ 445,444.36
Decrease.....	\$ 33,137.34	

### REAL ESTATE TRANSFERS.

Isaac T. Goff to Albert E. Nelson, warranty deed, part section 36, township 4 south, range 1 west, 100.00  
Mary L. Peterson to Albert E. Nelson, 200.00  
Everett V. Threl to John A. Goff, 200.00  
Acres in section 22, township 1 south, range 1 west, 250.00  
Mary C. Hansen to F. F. Hansen, 2,500.00  
Sixty feet northeast from 5 rods east of southwest corner lot 2, block 29, plat 9, 1,000.00  
Aaron Keyser to Mary C. Hansen, same, 2,500.00  
Francis M. Calder to Melvin C. Rawlins, 27 rods northeast from 1 rod north of southeast corner lot 4, block 53, plat 9, 1.00  
Gordon S. Bliss to State Bank of Utah, 14 acres in section 2 township 4 south, range 1 west, 720.00  
Grace M. S. Laker to Janet A. Reid, 1/4 northeast quarter of northeast quarter of section 23, township 1 south, range 3 west, etc., 500.00  
E. Le. Chennant to Janet A. Reid, part section 24, township 1 south, range 3 west, etc., 490.00  
W. H. Walton to Mrs. H. Halsey, lot 37 and west half lot 36, block 2, Lincoln Park, 1,100.00  
Salt Lake county to Mrs. Sullivan, quit-claim deed, lots 12 and 16, block 15, Garden City plat A, 1.00

**CLAIM WEBER WATERS.**  
Weber R., P. & I. Co. Has Filled on 72,000 Acre Feet.

With reference to the statement in yesterday's Tribune, that the application of the United States reclamation service to appropriate water from the Weber river for storage and irrigation purposes precedes all other applications for unappropriated water from that source, it is developed that the rights of the Weber Reservoir, Power & Irrigation company are prior to those claimed by the reclamation service under its recent filing. As a matter of fact, the rights of the company named date back to October, 1900, and in pursuance of its intentions it has expended large sums of money in perfecting its application and in making preparations for commencing construction work. One of the Weber Reservoir, Power & Irrigation company's reservoirs will be built on Beaver creek at its confluence with the Weber river, one near Echo and the other on Lost creek. The reservoir near Echo will be the largest, and all of them will have a combined capacity of about 72,000 acre-feet. The stored water will be released to supplement the water supply for the irrigated lands in Summit, Morgan, Weber and Davis counties and to provide an adequate supply for irrigable lands in these counties, the owners of

which lands are shareholders in this company. It is said to be a fact that recently the directors of this company decided not to avail themselves of the opportunity to have Government aid in carrying out the large irrigation project of the Weber Reservoir, Power & Irrigation company. The directors feel secure in the knowledge that their rights to the flood waters of Weber river, to the extent claimed under the company's application to the State Engineer, are prior to those subsequently filed upon by the reclamation service. It will be noted, however, that the amount of water appropriated by the company—25,000 acre-feet—is a very small part of the total appropriation filed by the Government, which calls for 600,000 acre-feet.

### DEMAND BETTER LAWS.

**Resolution Adopted by the County Horticultural Society.**  
At a regular meeting of the Salt Lake County Horticultural association held yesterday in the city and county building the following resolution was passed:  
"Realizing the unsettled condition of the laws for the protection of horticultural interests in Utah, the Salt Lake County Horticultural society requests the director of the experimental station to recommend a draft for a horticultural law providing for systematic enforcement of measures for the protection of these interests."  
The adoption of the resolution followed a discussion on the protection of pear blight and other difficulties in the raising of the fruit which makes it unprofitable under present conditions. Grapes and their production was also a fruitful topic of discussion, the meeting being a profitable one for all present. The next regular meeting of the society will be held on January 14.

**Board of Surety Underwriters.**  
NEW YORK, Dec. 10.—A scheme recently proposed to form a national organization for the purpose of looking after the interests of miscellaneous underwriters, such as personal accident and health, employers and public liability surety, plate glass and steam boiler, has been perfected at a meeting here. Twenty-two companies were personally represented and many others unable to do so sent communications announcing their intention to join.  
John T. Stone of Maryland was chosen president of the new organization which will be known as the board of casualty and surety underwriters.

**Famous Man Dead.**  
MADISON, Wis., Dec. 10.—Orson E. Woodbury, author of the campaign song of 1890, "Tippecanoe and Tyler, Too," is dead here, at the age of 80. He wrote several other songs, was once a Wisconsin editor, and was one of the three men who called the first Republican meeting in Berlin, Wis., in 1854. Mr. Woodbury claimed that the Republican party was organized there. He was driven out of St. Louis during the Civil war because of anti-slavery sentiments expressed.

**Union Withdraws Demands.**  
NEW YORK, Dec. 10.—The Journeymen Stonecutters' union, which has been on strike for many weeks, and was indirectly the original cause of the building trouble last summer, is reported to have withdrawn its demands and to go back to work. The employers, however, now demand that the unionists shall sign an arbitration agreement and give way in other matters before work can be resumed in the trade.

# \$1.40



3 STYLES

Ladies' patent tip, medium heel, light and heavy soles, in plump dongola stock. These are real and regular \$2.00 values. Sizes 2-12 to 7.

# THE MOORE SHOE CO.,

258 SOUTH MAIN.

# NOTICE!

# LADIES!

An unusual opportunity for the ladies of Salt Lake City. An importer from the finest firm in Paris is now at the Knutsford Hotel, with a few of the models from the World's Fair, of elegant gowns, suitable for visiting and carriage, which will be offered for HALF the COST PRICE.

He also has the finest novelties of the latest and most stylish neckwear.

Among other things he has sample pieces of fur garments, Persian Lamb and Seal skin worth from \$300 to \$400, which will be closed out at half price. Do not miss this bargain.

Sale will last Monday, Tuesday and Wednesday. Call at room 414.

# As Good a Watch is Not Made In America For Less Than Twice the Price.

THE PUBLIC demands a watch that keeps correct time, all the time, and as watches are bought largely "on faith," a JEWELRY HOUSE as large as ours must be able to give its patrons a watch movement that has a greater claim to superiority than that of having the name of a prominent manufacturer engraved upon it.

## IT MUST HAVE INDIVIDUAL MERIT.

Because a watch factory employs thousands of hands and turns out great quantities of watch movements daily, it does not of necessity follow that that factory has a corner on quality.

QUALITY in all lines of merchandise usually comes from the small factories that cater to pronounced demands of the people; demands that must and can be gratified only by limiting the product of carefully made merchandise.

THE LEYSON WATCH MOVEMENT is made in a small and exclusive watch factory at Geneva, Switzerland. The workmen in this factory do not work on a farm in summer and go to town to work in a watch factory in winter, as is the case in American watch factories, but are men whose forefathers for generations were watchmakers all the year round, and who today with their various Swiss competitors make all the really high grade watches used in the world.

THE LEYSON WATCH MOVEMENT is made in both LADIES' and GENTLEMEN'S sizes and in three different grades, and range in price from \$12 in gold filled cases to \$100 in gold cases.

The lower grades of the LEYSON MOVEMENT (and these grades are fully guaranteed) are for sale at the following prices; Gentlemen's 20-Year Filled Open Face, 12 size \$12.00  
Gentlemen's 20-Year Filled Hunting, 12 size.. \$15.00  
Ladies' 20-Year Filled Hunting, 0 Size..... \$12.75

We are not making more money on these watches than we can make on American timepieces, but we are giving our patrons better satisfaction and in this we find an added profit, and our customers a better investment.

'PHONE 65 FOR THE CORRECT TIME.



236 MAIN ST.  
SALT LAKE CITY.